Developing Land while Maintaining Livability

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Gateway develops commercial, research, residential and other multi-use properties primarily in and around university campuses and provides a full range of development services to institutional and government clients.

In the last five years alone, Gateway has developed over a million square feet of office, research and commercial space valued at $260 million and has assembled, acquired and developed over 250 acres of land valued at $40 million.

Gateway’s success flows from its trademarks of hyper-attentiveness to user requirements, diligent execution and creativity in ownership and financing structures and marketing resourcefulness.
Albany, Georgia

Dilemmas:

- Flood of 1994 and migratory trends contributed to decline of downtown area.
- Minimal private investment and deterioration of housing.
- Without retail and quality hotels, downtown lost its identity as a tourist and destination area.
Albany, Georgia

Solutions:

- Flood provided incentive to revitalize area.
- Formation of Albany Tomorrow, Inc. with support and participation among City, County, Development Authority and private sector.
- Identification of public and private projects to spur re-development and investment.
- Agreement on a strategic vision and plan to re-create downtown as a tourist and destination area.
- Creation of master plan and architectural controls.
- Selection of multiple developers to develop both public and private projects.
Albany, Georgia

Sources of Funding

- City and County (SPLOST)
- Development Authority (investment and bond issues)
- State of Georgia
- Federal (streetscapes and courthouse)
- Private (equity and debt)
- Philanthropic
Albany, Georgia
Dept. of Human Resources
Albany Law Enforcement Center
Gateway Village

Dilemma:

- College needed additional land for future academic growth and planned dormitories.
- Area surrounding campus was in declining condition and under multiple ownership.
- Zoning did not allow planned growth and retail franchise growth was dominating landscape.
- No economic growth/investment or job creation.
- No funding sources and limited interest from the real estate development community.
Gateway Village

Solution:

- City and College initiated and funded re-development plan.
- Cities instituted new land use policy - "Community University Planned District".
- Land was assembled and acquired by Development Authority.
- Created master plan with multiple uses and architectural controls (project won ARC Development of Excellence award).
- Cooperation among all stakeholders - College, Cities, County, Development Authority, State, federal government and private sector.
- Strategic marketing plan
Gateway Village

Sources of Funding

- Cities
- County
- Development Authority (Bond financing)
- State of Georgia
- Federal Government
- Atlanta Regional Commission (LCI grants)
- Private sector
Gateway Village
The Georgia Archives

Construction...
The Georgia Archives

On behalf of The University Financing Foundation, Gateway provide full development services for the 171,000 square foot Georgia Archives building relocated from downtown Atlanta to a site adjacent to Clayton College & State University. The $41 million Archives building houses all of the State’s historical records and contains multiple laboratories for the treatment of historical documents along with preservation area HVAC systems with highly precise controls over temperature (60 degF, +/- 3degF) and humidity (35%, +/- 3%) and a structural system to accommodate live loads of 250 pounds per square foot. The facility won the 2004 Award of Merit from the Associated Builders and Contractors of Georgia and the 2004 Award of Merit from the Georgia Chapter of the American Institute of Architects.
The Georgia Archives
Dilemma:
- Tech needed additional land for growth of academic and non-traditional programs.
- Interstate imposed physical barrier and land was expensive.
- Area had been in decline for years and was not safe or conducive to pedestrian and campus activity.
- Different land use and design objectives among stakeholders.
- Nature and expense of project presented funding challenges.
- Private market for office and retail users was limited.
- Zoning and land use policies were in transition.
Solution:

- Contiguous assemblage of land allowed control over design and uses.
- Cooperation on master plan, design and financing.
- Design of streetscape, ground floor retail and selection of retail tenants.
- Design and funding of bridge expansion.
- Unique mix of public and private financing.
- Strategic marketing plan and participation among stakeholders
- Full compliance with "Blueprint Midtown" land use policies.
- Project won ARC and ULI Development of Excellence Awards.
Sources of Funding:

- State of Georgia
- Georgia Tech Foundation
- Department of Transportation
- Philanthropic
- Bond Financing
- Private contributions
- Private financing
Before…

Empty lots and warehouses dotted the site of the Fifth Street project in 1999.

From: http://www.gatech.edu/photos/album
Before the arrival of Technology Square, the Downtown Connector isolated Tech’s campus from Midtown for 50 years.

From: http://www.gatech.edu/photos/album
Construction...

Built in cooperation with Technology Square, Centergy One Building takes shape in October 2002.
Construction...
Construction...

A new neighborhood begins to form in November 2002.

From: http://www.gatech.edu/photos/alum
Completed in 2003

Gateway developed the 487,000 square foot Centergy One building in Midtown Atlanta which houses not only Georgia Tech’s Advanced Technology Development Center and the Advanced Communications Technology Center, but also corporate office space for Fortune 500 companies as well as multiple professional firms.

Quickly achieving stabilized occupancy in a difficult office market, Centergy’s success owes to creative processes in design (multiple floorplate configurations, self-contained HVAC units, etc.), construction (foundation and underground packages underway prior to completion of construction documents), financing and ownership (condominiumized ownership with construction and partial permanent financing simultaneously closed).
Completed in 2003

Gateway provided turn-key development services for the 220,000 square foot research center which contains office and laboratory space for research in the areas of broadband telecommunications software, systems and devices together with a 1,500 space parking facility. Particular challenges associated with this unique facility included a very fluid and evolving program of requirements, its urban setting and its simultaneous integration into other facilities owned by Georgia Tech and a master-planned commercial setting in Midtown Atlanta.
Community Challenges

- Without land use plans and architectural controls in place, communities are forced to "react" to land development, forcing communities to develop in an "ad hoc" manner.
- Limited funding (both public and private).
- Lack of cooperation among stakeholders.
- Lack of a focused plan to promote long term economic growth.
- Unwillingness to take action or risk.
75 5th Street N.W.
Suite 1000
Atlanta, GA 30308

404-214-6900 main
404-214-6901 fax